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Appendices

Appendix 1 – Questionnaires

SECTION A: DEMOGRAPHIC PROFILE

1. Gender : Male Female

2. Age: 21 – 30 years 31 – 40 years

41 – 50 years Above 50 years

3. Highest level of education achieved:

Secondary School or lower Degree / Professional Others:

Certificate/ Diploma Postgraduate

4. Current role in the organization:

SECTION B: COMPANY PROFILE

5. Please indicate your organization name (We will not disclose this information - intended to identify duplicate records only):

6. Type of Industry:

- | | | |
|---------------------------------------|--|---|
| <input type="checkbox"/> Computers/IT | <input type="checkbox"/> Government | <input type="checkbox"/> Telecommunication |
| <input type="checkbox"/> Construction | <input type="checkbox"/> Healthcare | <input type="checkbox"/> Others: <input type="text"/> |
| <input type="checkbox"/> Education | <input type="checkbox"/> Manufacturing | |
| <input type="checkbox"/> Engineering | <input type="checkbox"/> Services | |

7. Size of the company (if it is a private company):


- | | | |
|--|--|--|
| <input type="checkbox"/> <150 employees | <input type="checkbox"/> 250 – 500 employees | <input type="checkbox"/> >1000 employees |
| <input type="checkbox"/> 150-250 employees | <input type="checkbox"/> 500-1000 employees | |

8. Please indicate which OSS system your organization uses (Tick which ever applicable)

- | | | |
|---|---|--|
| <input type="checkbox"/> Operating system | <input type="checkbox"/> Accounting / Financial | <input type="checkbox"/> Enterprise Portals |
| <input type="checkbox"/> Database | <input type="checkbox"/> Marketing/ Sales | <input type="checkbox"/> Other: <input type="text"/> |
| <input type="checkbox"/> Manufacturing | <input type="checkbox"/> Human Resource | |


SECTION C: OPEN SOURCE ADOPTION

Instruction: Please indicate the degree of your agreement or disagreement with each statement by selecting the appropriate number from 1 to 7, with 1 being the strongest disagrees and 7 being the strongly agree.

	Strongly Disagree Strongly Agree 						
	1	2	3	4	5	6	7
1. We have implemented OSS in our systems and applications	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Our OSS implementation has a very big impact on our business performance	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Our OSS implementation has the capabilities to support our business process	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. Our OSS implementation has substantially change our business process	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

SECTION D:

Instruction: Please indicate the degree of your agreement or disagreement with each statement by selecting the appropriate number from 1 to 7, with 1 being the strongest disagrees and 7 being the strongly agree.

	Strongly Disagree Strongly Agree 						
	1	2	3	4	5	6	7
Relative Advantage							
The hardware cost of implementing OSS enterprise system in our organization are significant	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The software cost of implementing OSS enterprise system in our organization are significant	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The switching cost (labor and human) of implementing OSS enterprise system in our organization are significant	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The software license that is distributed with, influenced the OSS adoption decision	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Perceived Compatibility							
OSS enterprise systems have features that the proprietary system has.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
OSS enterprise systems can co-exist with our organization's key applications.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
OSS enterprise systems have a good fit with our enterprise strategic IT architecture	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
For most of our organization's software needs, there is an applicable and satisfying OSS solution	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The available OSS enterprise system matches well with the organization's need. i.e. small procedural	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

changes							
Perceived Complexity							
Our organization would find OSS to be difficult to use	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Learning to operate OSS enterprise system would be hard for us	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Our interaction with OSS enterprise system would be confusing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
It would take a long time to use OSS enterprise system successfully	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Perceived Trialability							
By being able to test the software before adoption influenced the OSS adoption decision	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
It is less difficult to try out the OSS systems as it can be downloaded without any cost	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
It is useful to try out the OSS systems as it is available for free	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<p style="text-align: center;">Strongly Disagree Strongly Agree</p> <p style="text-align: center;">←—————→</p> <p style="text-align: center;">1 2 3 4 5 6 7</p>						
Management Support							
Our top management is enthusiastic about the adoption of OSS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Our top management willing to invest on OSS enterprise systems	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Our top management support OSS initiatives	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Our top management has allocated enough resources for the adoption of OSS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Our top management sees the OSS relevance to the business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Knowledge & Expertise							
Our organization has the right expertise to implement OSS enterprise systems	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Our organization provides sufficient trainings / product awareness of OSS enterprise systems	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
We know how to fully utilize & understand the OSS enterprise system (i.e. product knowledge)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Our organization has the right expertise to support OSS enterprise systems	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technology Skills & Services							
There are enough skilled OSS Support (Online Community) available to support our organization's OSS enterprise systems	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
There are external support services (vendors) available to support our organization's OSS enterprise systems	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
There are enough technical information available to support our organization's OSS enterprise systems	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
There are enough external IT skilled workers in the market for OSS development & support	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Avoidance of vendor lock-in is one of the factor for adoption of OSS in our organization	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Platform Long Term Viability							
The feature set of the software influenced the OSS adoption decision	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The security offered by the software influenced the OSS adoption decision	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
We would prefer to adopt a winning standard platform / product for OSS Systems	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

~ Thank you very much for your time and cooperation ~

Appendix 2 – Descriptive Statistics

OSS Adoption Descriptive Stats									
	N	Min	Max	Mean	Std. Dev.	Skewness		Kurtosis	
	Stats	Stats	Stats	Stats	Stats	Stats	Std. Error	Stats	Std. Error
Open Source System Adoption	124	1.5	7	5.040	1.320	-0.489	0.217	-0.072	0.431
Implemented OSS in Systems And Apps	124	1	7	5.27	1.50	-.613	.217	-.256	.431
Implemented With Big Impact To Business Process	124	1	7	5.05	1.46	-.389	.217	-.385	.431
Implemented With Capabilities To Support Business Process	124	1	7	5.12	1.41	-.468	.217	-.166	.431
Implemented Substantially Change Business Process	124	1	7	4.72	1.42	-.148	.217	-.366	.431

Independent Variables Descriptive Stats

Descriptive Stats									
	N	Min	Max	Mean	Std. Dev.	Skewness		Kurtosis	
	Stats	Stats	Stats	Stats	Stats	Stats	Std. Error	Stats	Std. Error
Relative Advantage	124	1.00	7.00	4.67	1.17	-.531	.217	.871	.431
Hardware Cost	124	1	7	4.52	1.46	-.556	.217	.212	.431
Software Cost	124	1	7	4.67	1.58	-.755	.217	.187	.431
Switching Cost	124	1	7	4.46	1.42	-.391	.217	-.069	.431
Software License	124	1	7	5.01	1.38	-.604	.217	.435	.431
Perceived Compatibility	124	2.00	7.00	4.99	1.09	-.427	.217	.078	.431
OSS System Features as per Proprietary	124	2	7	4.98	1.31	-.352	.217	-.262	.431
Co-Existence Curent Key Applications.	124	2	7	4.99	1.18	-.256	.217	-.048	.431
Good Fit With Current IT Architecture	124	2	7	5.14	1.26	-.263	.217	-.233	.431
Organisational Fit as Per Business Needs	124	1	7	4.99	1.26	-.457	.217	.388	.431
Matches Well with The Organisation'S Need	124	1	7	4.84	1.25	-.498	.217	.406	.431
Perceived Complexity	124	1.00	6.25	3.53	1.20	.042	.217	-.624	.431
Difficult to Use	124	1	7	3.51	1.45	.130	.217	-.487	.431
Learning to Operate Would Be Hard	124	1	7	3.48	1.36	.083	.217	-.650	.431
Interaction Would Be Confusing	124	1	6	3.31	1.30	.113	.217	-.769	.431
Take a Long Time to Use Succesfully	124	1	7	3.80	1.48	-.012	.217	-.542	.431
Perceived Trialability	124	2.00	7.00	5.26	1.08	-.530	.217	.385	.431
Ability To Test The Software	124	1	7	4.89	1.20	-.183	.217	.325	.431
Less Difficult To Try Out	124	2	7	5.27	1.30	-.435	.217	-.294	.431
It is Useful To Try Out The Software	124	2	7	5.62	1.31	-.808	.217	.049	.431
Management Support	124	1.80	7.00	4.66	1.33	-.288	.217	-.383	.431
Enthusiastic On Adoption	124	2	7	4.67	1.45	-.214	.217	-.687	.431
Top Management Investment Willingness	124	1	7	4.56	1.54	-.157	.217	-.645	.431
Support OSS Initiatives	124	1	7	4.85	1.51	-.394	.217	-.536	.431
Resource Allocation	124	1	7	4.48	1.44	-.001	.217	-.517	.431
OSS Relevance To Business	124	1	7	4.73	1.48	-.246	.217	-.569	.431
Knowledge & Expertise	124	1.00	7.00	4.43	1.33	.043	.217	-.444	.431

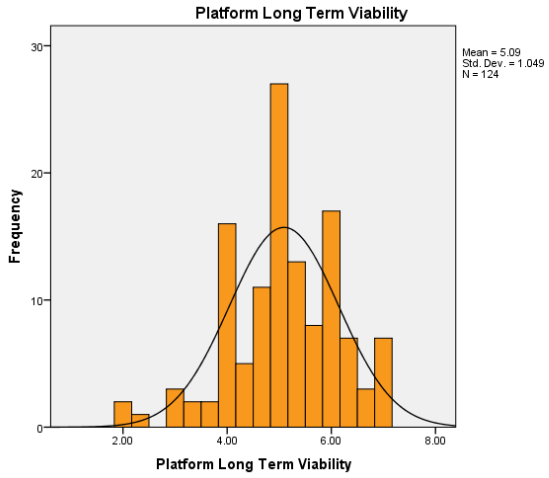
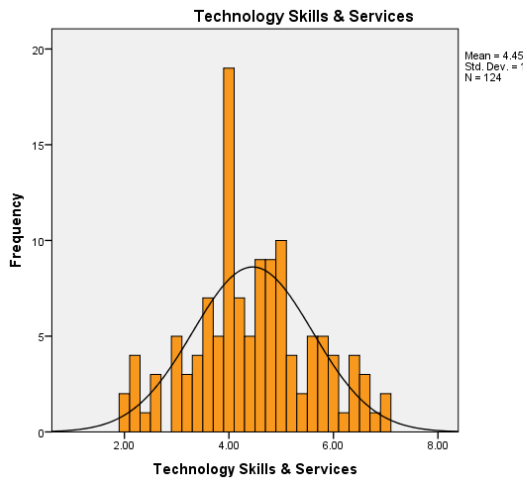
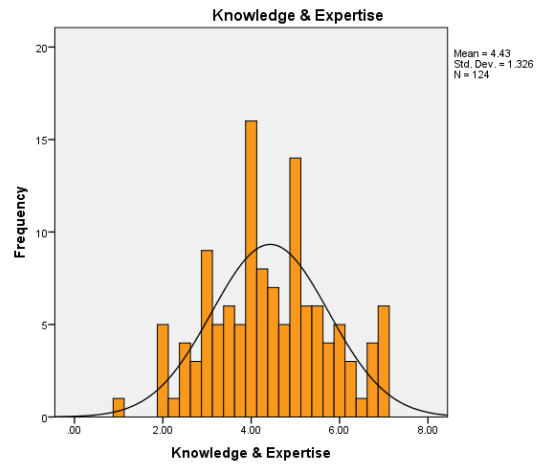
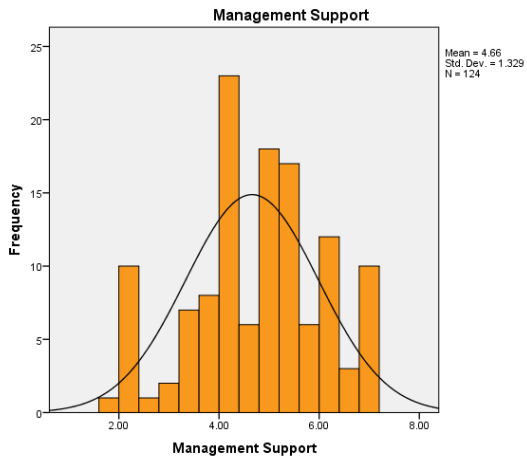
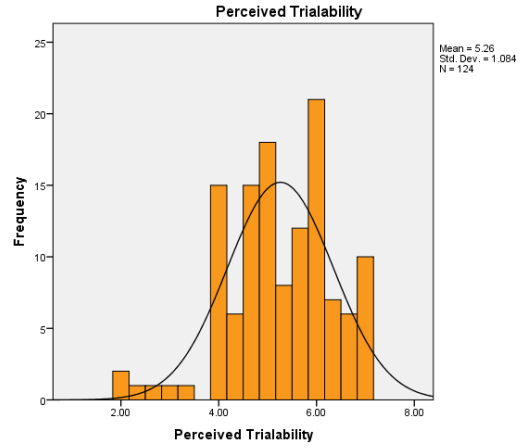
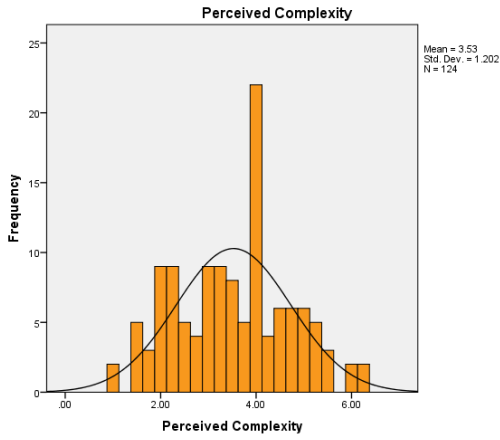
Right Expertise For OSS Implementation	124	1	7	4.41	1.51	-.065	.217	-.449	.431
Sufficient Trainings / Awareness	124	1	7	4.27	1.50	-.186	.217	-.441	.431
Understanding On OSS Systems / Product Knowledge	124	1	7	4.68	1.39	-.117	.217	-.274	.431
Right Expertise For OSS Support	124	1	7	4.37	1.53	.061	.217	-.681	.431
Technology Skills & Services	124	2.00	7.00	4.45	1.15	.071	.217	-.298	.431
Availability Of Skilled OSS Support (Online Community)	124	1	7	4.37	1.43	-.033	.217	-.360	.431
External Support Services (Vendors)	124	1	7	4.35	1.47	-.215	.217	-.423	.431
Technical Information Availability	124	1	7	4.41	1.39	.028	.217	-.267	.431
Availability Of It Skilled Worker	124	1	7	4.28	1.46	-.186	.217	-.459	.431
Avoid Vendor Lock-In	124	1	7	4.85	1.42	-.169	.217	-.420	.431
Platform Long Term Viability	124	2.00	7.00	5.09	1.05	-.427	.217	.380	.431
Software Features	124	2	7	5.06	1.19	-.422	.217	.220	.431
OSS Security Features	124	2	7	5.04	1.26	-.175	.217	-.400	.431
Winning Standards Platform	124	1	7	5.17	1.32	-.513	.217	.124	.431
Valid N (listwise)	124								

Descriptive Stats

	N	Min	Max	Mean	Std. Dev.	Skewness	Kurtosis		
	Stats	Stats	Stats	Stats	Stats	Stats	Stats	Std. Error	Std. Error
Open Source System Adoption	124	1.5	7	5.04	1.32	-0.49	0.22	-0.07	0.43
Relative Advantage	124	1.00	7.00	4.67	1.17	-0.53	0.22	0.87	0.43
Perceived Compatibility	124	2.00	7.00	4.99	1.09	-.427	.217	.078	.431
Perceived Complexity	124	1.00	6.25	3.53	1.20	.042	.217	-.624	.431
Perceived Trialability	124	2.00	7.00	5.26	1.08	-.530	.217	.385	.431
Management Support	124	1.80	7.00	4.66	1.33	-.288	.217	-.383	.431
Knowledge & Expertise	124	1.00	7.00	4.43	1.33	.043	.217	-.444	.431
Technology Skills & Services	124	2.00	7.00	4.45	1.15	.071	.217	-.298	.431
Platform Long Term Viability	124	2.00	7.00	5.09	1.05	-.427	.217	.380	.431
Valid N (listwise)	124								

Appendix 3 – Test of Normality

		Statistics							
		Relative Advantage	Perceived Compatibility	Perceived Complexity	Perceived Trialability	Mgmt Support	Knowledge & Expertise	Technology Skills & Services	Platform Long Term Viability
N	Valid	124	124	124	124	124	124	124	124
	Missing	0	0	0	0	0	0	0	0
Mean		4.665	4.987	3.526	5.261	4.660	4.431	4.455	5.091
Std. Error of Mean		0.105	0.097	0.108	0.097	0.119	0.119	0.103	0.094
Median		4.750	5.000	3.500	5.333	4.900	4.250	4.400	5.000
Mode		5.00	4.00	4.00	6.00	4.00	4.00	4.00	5.00
Std. Deviation		1.174	1.086	1.202	1.084	1.329	1.326	1.148	1.049
Variance		1.378	1.178	1.446	1.175	1.767	1.757	1.319	1.101
Skewness		-.531	-.427	.042	-.530	-.288	.043	.071	-.427
Std. Error of Skewness		.217	.217	.217	.217	.217	.217	.217	.217
Kurtosis		.871	.078	-.624	.385	-.383	-.444	-.298	.380
Std. Error of Kurtosis		.431	.431	.431	.431	.431	.431	.431	.431
Range		6.00	5.00	5.25	5.00	5.20	6.00	5.00	5.00
Minimum		1.00	2.00	1.00	2.00	1.80	1.00	2.00	2.00
Maximum		7.00	7.00	6.25	7.00	7.00	7.00	7.00	7.00
Percentiles	25	4.00	4.20	2.50	4.67	4.00	3.50	3.80	4.42
	50	4.75	5.00	3.50	5.33	4.90	4.25	4.40	5.00
	75	5.44	5.80	4.25	6.00	5.55	5.25	5.15	6.00



Appendix 4 – Reliability Analysis

Reliability Statistics			
	Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
OSS Adoption	.933	.933	4
Technology Context			
Perceived Relative Advantage	.817	.815	4
Perceived Compatibility	.917	.918	5
Perceived Complexity	.880	.882	4
Perceived Trialability	.815	.813	3
Organizational Context			
Management Support	.938	.938	5
Knowledge & Expertise	.916	.916	4
Environmental Context			
Technology Skills & Services	.860	.860	5
Platform Long Term Viability	.782	.785	3

Open Source Adoption

Inter-Item Correlation Matrix

	Implemented OSS in Systems And Apps	Implemented With Big Impact To Business Process	Implemented With Capabilities To Support Business Process	Implemented Substantially Change Business Process
Implemented OSS in Systems And Apps	1.000	.758	.742	.664
Implemented With Big Impact To Business Process	.758	1.000	.869	.824
Implemented With Capabilities To Support Business Process	.742	.869	1.000	.812
Implemented Substantially Change Business Process	.664	.824	.812	1.000

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
Implemented OSS in Systems And Apps	14.91	15.870	.765	.603	.938
Implemented With Big Impact To Business Process	15.13	15.138	.898	.816	.893
Implemented With Capabilities To Support Business Process	15.06	15.647	.885	.796	.898
Implemented Substantially Change Business Process	15.46	16.055	.825	.716	.917

Perceived Relative Advantage

Inter-Item Correlation Matrix

	Hardware Cost	Software Cost	Switching Cost	Software License
Hardware Cost	1.000	.704	.657	.438
Software Cost	.704	1.000	.576	.410
Switching Cost	.657	.576	1.000	.359
Software License	.438	.410	.359	1.000

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
Hardware Cost	14.14	12.168	.759	.604	.711
Software Cost	13.99	11.959	.698	.528	.741
Switching Cost	14.20	13.300	.648	.461	.765
Software License	13.65	15.204	.461	.217	.845

Perceived Compatibility

Inter-Item Correlation Matrix

	OSS System Features as per Proprietary	Co-Existence Curent Key Applications.	Good Fit With Current IT Architecture	Organisational Fit as Per Business Needs	Matches Well with The Organisation'S Need
OSS System Features as per Proprietary	1.000	.721	.653	.646	.667
Co-Existence Curent Key Applications.	.721	1.000	.730	.657	.688
Good Fit With Current IT Architecture	.653	.730	1.000	.699	.665
Organisational Fit as Per Business Needs	.646	.657	.699	1.000	.783
Matches Well with The Organisation'S Need	.667	.688	.665	.783	1.000

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
OSS System Features as per Proprietary	19.96	19.047	.761	.595	.905
Co-Existence Curent Key Applications.	19.94	19.696	.800	.660	.897
Good Fit With Current IT Architecture	19.80	19.252	.781	.628	.900
Organisational Fit as Per Business Needs	19.94	19.111	.796	.677	.897
Matches Well with The Organisation'S Need	20.10	19.113	.802	.679	.896

Perceived Complexity

Inter-Item Correlation Matrix

	Difficult to Use	Learning to Operate Would Be Hard	Interaction Would Be Confusing	Take a Long Time to Use Successfully
Difficult to Use	1.000	.696	.599	.630
Learning to Operate Would Be Hard	.696	1.000	.769	.664
Interaction Would Be Confusing	.599	.769	1.000	.551
Take a Long Time to Use Successfully	.630	.664	.551	1.000

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
Difficult to Use	10.60	13.300	.730	.542	.851
Learning to Operate Would Be Hard	10.62	13.099	.828	.708	.813
Interaction Would Be Confusing	10.79	14.313	.723	.600	.854
Take a Long Time to Use Successfully	10.31	13.418	.693	.497	.867

Perceived Trialability

Inter-Item Correlation Matrix

	Ability To Test The Software	Less Difficult To Try Out	It is Useful To Try Out The Software
Ability To Test The Software	1.000	.544	.470
Less Difficult To Try Out	.544	1.000	.761
It is Useful To Try Out The Software	.470	.761	1.000

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
Ability To Test The Software	10.90	5.981	.540	.303	.864
Less Difficult To Try Out	10.51	4.626	.766	.623	.638
It is Useful To Try Out The Software	10.16	4.803	.707	.583	.703

Management Support

Inter-Item Correlation Matrix

	Enthusiastic On Adoption	Top Management Investment Willingness	Support OSS Initiatives	Resource Allocation	OSS Relevance To Business
Enthusiastic On Adoption	1.000	.719	.833	.663	.793
Top Management Investment Willingness	.719	1.000	.680	.717	.746
Support OSS Initiatives	.833	.680	1.000	.712	.828
Resource Allocation	.663	.717	.712	1.000	.818
OSS Relevance To Business	.793	.746	.828	.818	1.000

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
Enthusiastic On Adoption	18.63	28.999	.836	.750	.923
Top Management Investment Willingness	18.73	28.815	.784	.632	.932
Support OSS Initiatives	18.44	28.249	.848	.771	.920
Resource Allocation	18.82	29.562	.801	.699	.929
OSS Relevance To Business	18.56	27.955	.895	.814	.911

Knowledge & Expertise

Inter-Item Correlation Matrix

	Right Expertise For OSS Implementation	Sufficient Trainings / Awareness	Understanding On OSS Systems / Product Knowledge	Right Expertise For OSS Support
Right Expertise For OSS Implementation	1.000	.721	.736	.787
Sufficient Trainings / Awareness	.721	1.000	.680	.692
Understanding On OSS Systems / Product Knowledge	.736	.680	1.000	.782
Right Expertise For OSS Support	.787	.692	.782	1.000

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
Right Expertise For OSS Implementation	13.31	15.860	.831	.694	.883
Sufficient Trainings / Awareness	13.46	16.608	.759	.580	.908
Understanding On OSS Systems / Product Knowledge	13.05	16.908	.808	.665	.892
Right Expertise For OSS Support	13.35	15.662	.838	.717	.881

Technology Skills & Services

Inter-Item Correlation Matrix

	Availability Of Skilled OSS Support (Online Community)	External Support Services (Vendors)	Technical Information Availability	Availability Of It Skilled Worker	Avoid Vendor Lock-In
Availability Of Skilled OSS Support (Online Community)	1.000	.498	.699	.490	.534
External Support Services (Vendors)	.498	1.000	.709	.690	.327
Technical Information Availability	.699	.709	1.000	.681	.500
Availability Of It Skilled Worker	.490	.690	.681	1.000	.391
Avoid Vendor Lock-In	.534	.327	.500	.391	1.000

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
Availability Of Skilled OSS Support (Online Community)	17.90	21.844	.680	.534	.830

External Support Services (Vendors)	17.92	21.473	.684	.586	.829
Technical Information Availability	17.86	20.656	.825	.701	.793
Availability Of It Skilled Worker	17.99	21.423	.695	.554	.826
Avoid Vendor Lock-In	17.42	23.790	.515	.326	.870

Platform Long Term Viability

Inter-Item Correlation Matrix

	Software Features	OSS Security Features	Winning Standards Platform
Software Features	1.000	.669	.502
OSS Security Features	.669	1.000	.474
Winning Standards Platform	.502	.474	1.000

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
Software Features	10.21	4.915	.680	.492	.643
OSS Security Features	10.23	4.717	.654	.473	.666
Winning Standards Platform	10.10	5.021	.534	.287	.801

Appendix 5 – Correlation

Technology Correlations						
		Open Source Adoption	Relative Advantage	Perceived Compatibility	Perceived Complexity	Perceived Trialability
Open Source Adoption	<i>r</i>	1	.489**	.739**	-.383**	.557**
	Sig. (2-tailed)		.000	.000	.000	.000
Relative Advantage	<i>r</i>	.489**	1	.466**	.012	.296**
	Sig. (2-tailed)	.000		.000	.891	.001
Perceived Compatibility	<i>r</i>	.739**	.466**	1	-.314**	.717**
	Sig. (2-tailed)	.000	.000		.000	.000
Perceived Complexity	<i>r</i>	-.383**	.012	-.314**	1	-.162
	Sig. (2-tailed)	.000	.891	.000		.073
Perceived Trialability	<i>r</i>	.557**	.296**	.717**	-.162	1
	Sig. (2-tailed)	.000	.001	.000	.073	

** . Correlation is significant at the 0.01 level (2-tailed).

Organisational Correlations				
		Open Source Adoption	Management Support	Knowledge & Expertise
Open Source Adoption	<i>r</i>	1	.633**	.668**
	Sig. (2-tailed)		.000	.000
Management Support	<i>r</i>	.633**	1	.791**
	Sig. (2-tailed)	.000		.000
Knowledge & Expertise	<i>r</i>	.668**	.791**	1
	Sig. (2-tailed)	.000	.000	

** . Correlation is significant at the 0.01 level (2-tailed).

Environmental Correlations				
		Open Source Adoption	Technology Skills & Services	Platform Long Term Viability
Open Source Adoption	<i>r</i>	1	.524**	.576**
	Sig. (2-tailed)		.000	.000
Technology Skills & Services	<i>r</i>	.524**	1	.595**
	Sig. (2-tailed)	.000		.000
Platform Long Term Viability	<i>r</i>	.576**	.595**	1
	Sig. (2-tailed)	.000	.000	

** . Correlation is significant at the 0.01 level (2-tailed).

Appendix 6 – Multiple Regression

Coefficients ^a						
Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	.646	.521		1.239	.218
	Relative Advantage	.217	.059	.216	3.650	.000
	Perceived Compatibility & Trialability	.485	.120	.375	4.025	.000
	Perceived Complexity	-.208	.066	-.191	-3.168	.002
	Management Support, Knowledge & Expertise	.269	.092	.259	2.929	.004
	Technology Skills & Services	-.029	.077	-.027	-.371	.712
	Platform Long Term Viability	.114	.098	.091	1.153	.251

a. Dependent Variable: Open Source Adoption

Model		Zero-order	Correlations		Collinearity Statistics	
			Partial	Part	Tolerance	VIF
1	(Constant)					
	Relative Advantage	.387	.320	.201	.868	1.152
	Perceived Compatibility & Trialability	.720	.349	.222	.349	2.862
	Perceived Complexity	-.383	-.281	-.175	.832	1.202
	Management Support, Knowledge & Expertise	.685	.261	.161	.387	2.586
	Technology Skills & Services	.459	-.034	-.020	.580	1.725
	Platform Long Term Viability	.576	.106	.063	.484	2.065